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NAFA Fleet Executive

The Magazine for Vehicle Management

October 1987

NAFA's Annual New Car Acquisition Survey

page 8

NEW VEHICLE ORDER
1988 Model Year, CATEGORY 1A

Management by

)

S/S#

anging your address during the next three months, his department immediately so that we can try and le to your new location.

CAR #

P

Replacement of Vehicle No.

PHH ☐

G GELCO ☐

CHEMICALS & QUIGLEY: 4 DR. MODELS ONLY

MODELS Wheels CQS #4A (4-Cylinder)

	2 Door	4 Door
CHEV Celebrity CL Eurosport	1AW27-ZV8	1AW19-ZV8
CHRYSLER LeBaron GTS Highline		HCH44
FORD Taurus L		P50
PONTIAC 6000		F19J

LECTION
(Two-tone Extra Cost)

Interior Trim and Color
☐ Vinyl
☐ Cloth

Vinyl Roof (Extra Cost)

Color

Description

ARD EQUIPMENT

der engine, automatic transmission, air conditioning, steering, power brakes, cloth or vinyl interior, body side ings, steel belted black wall radial tires, cruise control, tric window defroster, full tinted glass, full wheel covers, rmittent windshield wipers, AM/FM stereo with cassette ck, electric clock, left hand remote and right hand manual irrors, tilt steering wheel, heavy duty cooling (if available), eavy duty suspension and front floor mats (see page 3, item 3). All vehicles will be equipped with split front seats, if available.

ADDITIONAL OPTIONAL EQUIPMENT
Contact Corporate Fleet for pricing

ITEM

$
$
$
$
$
$

Total $

Decapitalize for check attached

It will be necessary to contact this department if you wish to tow a trailer.

AGREEMENT
I understand that this extra equipment, ordered at my expense, becomes an integral part of the vehicle and will immediately become the property of the leasing company. Such equipment cannot be removed when the car is sold or otherwise disposed of. I will receive no refund whatsoever on account of such extra equipment at any time, irrespective of whether or not I am transferred, leave the company, or the car is wrecked or otherwise disposed of.

FOR OFFICE USE ONLY

PHH INFO:
Client #:

Territory No.

Job Title

Date

...re Car Will Be Garaged (needed for tax purposes)

...verse side.

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NAFA Fleet Executive

The Magazine for Vehicle Management

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NAFA EXCLUSIVE

NAFA's Annual Acquisition

Mid-size cars and light trucks are, and will continue to be, the most popular vehicles in U.S. and Canadian fleets according to results from NAFA's 1988 New Car Acquisition Survey.

Responding fleets indicated 44 percent of their total 1988 model year purchases will be mid-size cars and 19 percent will be light trucks. Further, of the expected 114,196 1988 model year vehicles purchased, 15 percent will be compact cars, 11 percent large cars, eight percent mini-vans and three percent subcompact cars.

Nearly 60 percent of U.S. fleets anticipate no substantial changes in their fleet operations next year. Of those saying a change would occur, 14 percent reported they are likely to keep cars longer and for more mileage than before, 14 percent said they will likely reduce the number of vehicles in their fleets, ten percent said they are likely to lease cars they previously purchased and three percent said they will likely divest most of their fleet and switch to employee ownership.

For Canadians, 78 percent said no change in fleet operations was expected next year. Nine percent said they will likely keep cars longer, five percent said they will lease cars previously purchased, five percent will reduce the number of cars in their fleets and two percent will switch to employee ownership.

No Change in Vehicle Size

Almost all (93 percent of U.S. and 91 percent of Canadian fleets) said they do not plan to change the size of cars in their fleets next year.

This year's survey had 377 responses from U.S. and Canadian fleets controlling 376,613 vehicles, of which 356,132 are company-owned and 20,481 are leased.

U.S. fleets are currently comprised of 37 percent mid-sized cars, 32 percent light trucks, 13 percent compact cars, nine percent large cars, five percent mini-vans and four percent subcompact cars. Canadian fleets are 42 percent mid-size cars, 26 percent light trucks, 16 percent large cars, ten percent compact cars, five and one-half percent mini-vans and one-half of one percent subcompact cars.

Of 1988 model year purchases, U.S. fleets indicate 44 percent will be mid-size cars, 19 percent light trucks, 16 percent compact cars, 11 percent large cars, seven percent mini-vans and three percent subcompacts. For Canadian fleets, 38 percent are mid-size cars, 27 percent mini-vans, 15 percent

Types of Fleets Responding

Classification	Number Responding
Insurance	
U.S.	40
Canada	3
Drugs and Cosmetics	
U.S.	30
Canada	14
Food and Beverage	
U.S.	25
Canada	7
Consumer Manufacturing	
U.S.	22
Canada	1
Industrial Manufacturing	
U.S.	47
Canada	9
Chemical and Petroleum	
U.S.	17
Canada	8
Public Utility	
U.S.	31
Canada	1
Government	
U.S.	44
Canada	6
Banking and Financial	
U.S.	11
Canada	0
Other	
U.S.	52
Canada	9
Total	
U.S.	**319**
Canada	**58**
In Survey	**377**

New Car Survey

Survey Highlights

- Mid-size cars continue to be the most popular vehicle size chosen by fleet managers.
- Of 1988 model year purchases, 93% of U.S. and 91% of Canadian fleets said they will not change the size of their fleet vehicles.
- More than half of responding fleets give their drivers a choice of the make of the car they wish to drive.
- Import cars are having difficulty penetrating the fleet market. Less than 1 percent of U.S. fleets will purchase imports built outside North America.

light trucks, ten percent compact cars, nine percent large cars and one percent subcompact cars.

U.S. fleets currently have less than one percent (0.7%) import cars in their fleets, while Canadians have slightly more than one percent (1.3%). Of their 1988 model year purchases, U.S. fleets said 0.5 percent and Canadian fleets said 2.7 percent will be imports built outside North America.

Sixty-seven percent of U.S. fleet managers and 78 percent of Canadian fleet managers are responsible for purchasing corporate vehicles assigned to executives. Those who answered the survey expect to purchase 3,070 such vehicles from the 1988 model year.

Only 39 percent of U.S. fleet managers and 31 percent of Canadian fleet managers purchase vehicles for an executive car pool. They expect to purchase 729 1988 model vehicles for executive car pools.

Still fewer U.S. and Canadian fleet managers (14 and 10 percent, respectively) purchase personally-owned vehicles for corporate executives. Those that do, however, expect to buy 1,410 vehicles from the 1988 model year for executives.

More than half (51 percent) of U.S. fleets give their operators a choice of the make of car they wish to drive; in Canada, 69 percent of fleets give drivers this option. One-third of U.S. fleets give operators their choice of model of car they wish to drive; 41 percent do so in Canada. Only 11 percent of U.S. fleets give operators a choice of engine type, while 24 percent of Canadian fleets allow this.

Almost 84 percent of U.S. fleet cars purchased from model year 1987 were done so under a fleet incentive program; nearly 87 percent of Canadian fleet car purchases used incentive programs.

(Continued on page 10)

Vehicles in Fleets Responding

U.S. Company-Owned	192,930	
U.S. Leased	163,202	
Total U.S.		356,132
Canada Company-Owned	9,900	
Canada Leased	10,581	
Total Canada		20,481
Total In Survey		376,613

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total
U.S.											
Company-owned	20,147	2,515	6,398	5,434	23,620	17,719	52,323	44,964	1,466	18,344	192,930
Leased	16,461	23,773	7,313	10,789	62,124	15,758	4,497	1,196	952	20,339	163,202
Canada											
Company-owned	302	0	759	0	27	597	760	7,381	0	74	9,900
Leased	304	1,898	842	260	2,506	2,884	15	35	0	1,837	10,581

New Car Acquisition Survey Results Comparison 1986-1987

	1986	1987	+/-
Fleets Responding	432	377	-55
Vehicles In Fleets			
Company-Owned	194,125	202,830	+8,705
Leased	151,276	173,783	+22,507
Total Vehicles In Survey	362,307*	376,613	+14,306

*1986 "Total Vehicles In Survey" figure includes 16,906 employee-owned vehicles.

Types of Vehicles In Fleets Responding

	1986		1987			
Class	Number	Percent of Fleet	Number	Percent of Fleet	Number +/-	Percent +/-
Subcompact	15,915	5.5%	14,253	4%	-1,662	-1.5%
Compact	89,322	31.1%	49,289	13%	-40,033	-18.1%
Mid-Size	138,519	48.2%	138,773	37%	+254	-11.2%
Large	43,448	15.2%	35,567	9%	-7,881	-6.2%
Light Trucks	NA	NA	118,293	32%	+118,293	+32.0%
Mini-Vans	NA	NA	19,735	5%	+19,735	+5.0%

(Figures for light trucks and mini-vans were not requested last year.)

New Vehicles Purchased and/or Leased

	1986		1987			
Class	Number	Percent of Fleet	Number	Percent of Fleet	Number +/-	Percent +/-
Subcompact	5,943	6%	3,028	3%	-2,915	-3%
Compact	22,414	24%	17,632	15%	-4,782	-9%
Mid-Size	54,166	58%	49,850	44%	-4,316	-14%
Large	11,306	12%	12,362	11%	+1,056	-1%
Mini-Vans	NA	NA	9,361	8%	+9,361	+8%
Light Trucks	NA	NA	21,963	19%	+21,963	+19%
Total	93,829	100%	114,196	100%	+20,367	=
Total excluding 1987 model year mini-vans and trucks:						
	93,829	100%	82,872	73%	-10,957	-27%

(Continued on page 12)

NAFA's New Car Acquisition Survey

(Continued from page 10)

Please indicate the number of vehicles in your fleet in the following size categories.

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Subcompact	1,279	1,705	200	31	77	1	6,712	4,004	66	67	14,142	4.0%
Compact	16,867	467	2,172	868	9,617	60	5,250	7,036	1,051	3,497	46,885	13.0%
Mid-size	17,041	21,533	9,507	6,837	39,562	8,128	1,459	14,596	876	9,195	128,734	37.0%
Large	593	1,370	660	390	1,391	4,512	530	16,823	261	5,135	31,665	9.0%
Light Trucks	712	916	2,808	6,668	12,931	18,283	38,006	16,912	125	14,754	112,115	32.0%
Mini-vans	225	1,146	473	918	8,148	750	3,215	996	100	2,348	18,319	5.0%
Canada												
Subcompact	0	0	24	0	0	0	40	47	0	0	111	0.5%
Compact	472	492	76	0	154	147	98	713	0	252	2,404	10.0%
Mid-size	60	2,257	705	50	1,588	1,534	57	1,701	0	2,087	10,039	42.0%
Large	47	167	82	10	433	383	0	2,662	0	118	3,902	16.0%
Light Trucks	1	54	489	0	260	1,217	440	3,500	0	217	6,178	26.0%
Mini-vans	2	238	228	200	193	183	140	85	0	147	1,416	5.5%

How many new vehicles in the following categories does your company expect to purchase or lease during the 1988 model year?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Subcompact	1	1,800	45	0	50	0	846	186	26	49	3,003	3.0%
Compact	5,398	273	941	344	4,015	265	1,302	1,973	569	1,823	16,903	16.0%
Mid-size	5,434	9,250	3,426	3,379	15,461	2,582	328	2,158	1,920	3,130	47,068	44.0%
Large	221	839	369	153	456	1,343	93	6,126	657	1,435	11,692	11.0%
Mini-vans	58	575	275	506	3,455	239	787	203	55	1,240	7,393	7.0%
Light trucks	39	327	331	1,182	3,544	2,997	4,215	2,914	19	5,267	20,835	19.0%
Total	11,151	13,064	5,387	5,564	26,981	7,426	7,517	13,560	3,246	12,944	106,894	
Canada												
Subcompact	0	0	6	0	0	0	5	14	0	0	25	1.0%
Compact	213	209	27	0	100	67	10	23	0	80	729	10.0%
Mid-size	42	990	296	25	555	453	10	51	0	360	2,782	38.0%
Large	12	84	45	5	235	126	0	154	0	9	670	9.0%
Mini-vans	0	73	106	80	79	88	45	1,155	0	342	1,968	27.0%
Light trucks	0	25	26	0	71	545	30	395	0	36	1,128	15.0%
Total	267	1,381	506	110	1,040	1,279	100	1,792	0	827	7,302	

What percent of the 1987 model year vehicles you purchased were purchased under a fleet incentive program?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	
U.S.												
Mean	85.6	79.4	88.1	90.8	80.8	80.1	80.4	93.1	78.7	80.9	83.8	
Median	100.0	92.0	95.0	100.0	96.0	92.0	95.0	100.0	96.5	95.0	96.2	
Canada												
Mean	99.0	65.5	77.9	100.0	90.3	85.0	0	100.0	0	71.0	86.1	
Median	99.0	67.5	80.0	100.0	97.5	90.0	0	100.0	0	95.0	91.1	

Note: The mean is computed by adding all responses and dividing the sum by the total number of responses. The median is that number which, when the numbers are placed in order from lowest to highest, has 50 percent of responses above and below it.

Please indicate whether you are responsible for purchasing the following and if so, how many you plan to purchase in the 1988 model year.

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Corporate vehicles assigned to executives												
Yes	25	11	17	13	26	11	22	19	9	33	186	67%
No	13	14	5	7	16	5	5	13	0	13	91	33%
#	175	52	235	96	319	219	134	421	566	674	2,889	
Executive car pools												
Yes	13	7	7	4	6	4	15	13	7	16	92	39%
No	21	16	12	11	30	9	10	16	1	21	147	61%
#	47	17	37	28	21	59	92	87	86	220	694	
Personally-owned cars for corporate executives												
Yes	5	3	6	2	7	1	0	0	0	7	31	14%
No	29	20	12	14	27	12	19	24	6	29	192	86%
#	0	4	8	2	1,310	0	0	0	0	84	1,408	
Canada												
Corporate vehicles assigned to executives												
Yes	2	9	6	0	7	7	1	2	0	5	39	78%
No	1	3	1	1	1	0	0	2	0	2	11	12%
#	31	41	35	0	10	21	0	1	0	42	181	
Executive car pools												
Yes	1	2	1	1	0	4	1	1	0	0	11	31%
No	1	7	5	0	3	2	0	2	0	4	24	69%
#	6	4	0	3	0	0	10	12	0	0	35	
Personally-owned cars for corporate executives												
Yes	0	2	0	0	0	1	0	0	0	0	3	10%
No	1	6	5	1	3	5	0	2	0	4	27	90%
#	0	2	0	0	0	0	0	0	0	0	2	

Are your operators allowed a choice of any of the following?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Make of car	21	25	15	13	33	14	5	1	6	30	163	51%
Model of car	12	18	6	12	24	4	3	1	6	19	105	33%
Engine-type	2	4	1	3	6	3	1	2	4	9	35	11%
Canada												
Make of car	2	12	6	0	6	7	0	1	0	6	40	69%
Model of car	1	10	3	0	3	1	0	0	0	6	24	41%
Engine-type	0	6	2	0	2	2	0	0	0	2	14	24%

Note: If you are interested in seeing the number of fleets making certain options available to operators as standard equipment or at a specific additional cost in large, mid-size, compact and subcompact cars, please write to NAFA. We will be happy to supply you with results which are too lengthy to publish.

(Continued on page 16)

NAFA's New Car Acquisition Survey

(Continued from page 13)

Do you anticipate any substantial changes in your fleet operations next year?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Likely to lease cars we previously would have purchased	9	2	2	2	2	2	4	2	1	5	31	10%
Likely to keep vehicles longer and for more mileage than before	2	1	5	2	1	2	7	13	0	11	44	14%
Likely to reduce the number of vehicles in our fleet	5	1	2	3	9	2	10	8	0	6	46	14%
Likely to divest most of our fleet and switch to employee ownership	1	0	1	1	1	0	2	0	0	4	10	3%
No substantial changes anticipated; none of the above apply to me	23	23	16	14	32	13	17	24	10	29	201	63%
Canada												
Likely to lease cars we previously would have purchased	0	1	1	0	0	0	0	0	0	1	3	5%
Likely to keep vehicles longer and for more mileage than before	0	0	0	0	0	1	0	4	0	0	5	9%
Likely to reduce the number of vehicles in our fleet	1	0	0	0	0	0	0	1	0	1	3	5%
Likely to divest most of our fleet and switch to employee ownership	0	0	0	0	0	1	0	0	0	0	1	2%
No substantial changes anticipated; none of the above apply to me	2	12	6	1	9	6	1	1	0	7	45	78%

Do you plan to change the size of the cars in your fleet over the next year?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank / Financial	Other	Total	% of Total
U.S.												
Yes	6	1	1	0	3	2	3	5	1	1	23	7%
No	33	27	23	22	42	15	26	39	10	50	287	93%
Canada												
Yes	0	0	2	0	0	0	0	1	0	2	5	9%
No	3	14	5	1	9	8	1	5	0	7	53	91%

How many of your cars are imports, built outside North America?

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank/ Financial	Other	Total	% of Total
U.S.	4	37	17	52	2,003	1	138	104	21	145	2,522	0.7%
Canada	8	30	32	0	16	8	0	1	0	164	259	1.3%

Please indicate the number of imports purchased from the model year 1987 and the number you expect to purchase in the 1988 model year.

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank/ Financial	Other	Total	% of Total
U.S.												
1987 Model Year	1	13	8	16	31	10	3	22	112	61	277	0.6%
1988 Model Year	2	8	82	20	245	10	0	25	118	40	550	0.5%
Canada												
1987 Model Year	6	30	12	0	13	7	170	0	0	31	269	*
1988 Model Year	3	28	13	0	21	5	100	0	0	25	195	2.7%

*Canadian total vehicles not computed in this survey.

Expected Import Purchases 1986-1988 Model Years

Group	Model Year 1986	1987	1988
Banking/Financial	25	30	118
Public Utility	250	200	100
Chemical & Petroleum	5	6	15
Food & Beverage	48	38	95
Consumer Manufacturing	84	25	20
Drugs & Cosmetics	277	310	36
Government	0	0	25
Insurance	7	379	5
Industrial Manufacturing	15	29	266
Other	295	333	65
TOTALS	**1,006**	**1,350**	**745**

Fleets responding to this year's survey claim 2,781 of their vehicles are imports built outside North America. This represents 0.7 percent of all vehicles in this survey; last year this figure was 1.4 percent.

To find out what are the most important factors in vehicle selection, turn the page.

Vehicle Selection:

Initial Cost Continues as Top Factor

For the fourth consecutive year, a vehicle's initial cost is the most important factor fleet managers take into consideration when choosing vehicles for their fleets, according to NAFA's 1987 New Car Acquisition Survey results.

Initial cost was the number one factor in both the United States and Canada and, in fact, the two countries rated six other criteria in almost identical order.

Second most important for both nations was a vehicle's serviceability and ease of maintenance; third, economy of operation; fourth, depreciation/resale value/holding cost, and fifth, fringe benefit/driver satisfaction. Only when rating the administrative ease and company prestige of a vehicle did the countries differ. U.S. respondents rated administrative ease sixth and company prestige seventh; Canadians had these reversed.

Last year these factors were rated in order of most important to least as 1) initial cost, 2) depreciation/resale value/holding cost, 3) economy of operation, 4) serviceability/ease of maintenance, 5) fringe benefit/driver satisfaction, 6) company prestige and 7) administrative ease.

Further, this year's results show initial cost was the number one factor considered by nine of ten U.S. fleet classifications (chemical and petroleum fleets rated it number two) and nine of ten Canadian fleet classifications (consumer manufacturing fleets rated it fourth.)

Rate the importance of the following factors when selecting new model year vehicles for your fleet. Scale: 1 = most important, 3 = moderately important, 7 = not at all or least important.

	Insurance	Drugs & Cosmetics	Food & Beverage	Consumer Manuf.	Industrial Manuf.	Chemical & Petroleum	Public Utility	Government	Bank/ Financial	Other	Total
U.S.											
Initial Cost	1	1	1	1	1	2	1	1	1	1	1
Serviceability/Maint.	3	4	3	3	3	1	2	2	2	2	2
Economy of Operation	4	3	4	4	4	3	3	3	3	3	3
Depreciation/ Resale Value/ Holding Cost	2	2	2	2	2	4	6	4	4	4	4
Fringe Benefit/ Driver Satis.	5	6	5	5	5	5	4	6	6	5	5
Admin. Ease	7	7	6	7	7	7	5	5	7	7	6
Company Prestige	6	5	7	6	6	6	7	7	5	6	7
Canada											
Initial Cost	1	1	1	4	1	1	1	1		1	1
Serviceability/Maint.	2	2	4	2	3	3	3	2	NO	3	2
Economy of Operation	3	3	2	3	4	4	2	3	RESPONSES	7	3
Depreciation/ Resale Value/ Holding Cost	4	4	5	5	2	2	4	5		4	4
Fringe Benefit/ Driver Satis.	5	5	3	6	5	6	5	6		2	5
Company Prestige	6	6	7	1	6	5	6	7		5	6
Admin. Ease	7	7	6	7	7	7	7	4		6	7

EPA's 1988 Estimated Gas Mileage Figures

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
		Sub-Compact Cars			
44	49	Pontiac Firefly	M5	61	3
44	49	Suzuki Forsa	M5	61	3
44	49	Chevy Sprint	M5	61	3
39	43	Ford Festiva	M5	81	4
38	40	Ford Festiva	M4	81	4
38	40	Pontiac Firefly	A3	61	3
38	40	Suzuki Forsa	A3	61	3
38	40	Chevy Sprint	A3	61	3
37	41	Isuzu I-Mark	M5	90	4
37	41	Chevy Spectrum	M5	90	4
37	41	Pontiac Sunburst	M5	90	4
37	39	Subaru Justy	M5	73	3
35	41	Toyota Tercel EZ	M4	89	4
35	38	Honda Civic	M4	91	4
34	38	Dodge Colt	M4	90	4
34	38	Plymouth Colt	M4	90	4
34	38	Mitsubishi Mirage	M4	90	4
33	39	Isuzu I-Mark	M5	90	4
33	37	Honda Civic	M5	91	4
32	37	Dodge Colt	M5	90	4
32	37	Plymouth Colt	M5	90	4
32	37	Mitsubishi Mirage	M5	90	4
31	37	Toyota Tercel	M5	89	4
31	35	Toyota Tercel	M4	89	4
31	33	Isuzu I-Mark	A3	90	4
31	33	Chevy Spectrum	A3	90	4
31	33	Pontiac Sunburst	A3	90	4
30	37	Toyota Corolla FX	M5	97	4
30	35	Toyota Corolla	M5	97	4
30	34	Mercedes-Benz	A4	152	5
30	32	Dodge Colt	L3	90	4
30	32	Plymouth Colt	L3	90	4
29	36	Nissan Sentra Coupe	M5	98	4
29	35	Honda Civic	L4	91	4
29	32	Mitsubishi Mirage	L3	90	4
28	37	Hyundai Excel	M5	90	4
28	37	Mitsubishi Precis	M5	90	4
28	36	Isuzu I-Mark	M5	90	4
28	36	Chevy Spectrum Turbo	M5	90	4
28	33	Toyota Tercel	L3	89	4
28	31	Yugo GV	M4	68	4
27	34	Toyota Corolla	L4	97	4
27	33	Hyundai Excel	M4	90	4
27	33	Mitsubishi Precis	M4	90	4
27	32	Yugo GV	M5	79	4
27	31	Hyundai Excel	L3	90	4
27	31	Mitsubishi Precis	L3	90	4
27	31	Toyota Corolla FX	L3	97	4
27	30	Toyota Corolla	L3	97	4
26	34	Nissan Pulsar NX	M5	98	4
26	32	Toyota Celica	M5	122	4
26	31	Subaru Hatchback	M5	109	4
26	29	Nissan Sentra Coupe	L3	98	4
25	34	Pontiac Sunbird Conv.	M5	122	4
25	32	Toyota Celica	L4	122	4
25	32	Subaru XT	M5	109	4
25	31	Dodge Colt	M5	98	4
25	31	Plymouth Colt	M5	98	4
25	31	Mitsubishi Mirage	M5	98	4
25	30	Volkswagen Fox	M4	109	4
25	30	Ford Mustang	M5	140	4
25	30	Nissan Pulsar NX	L3	98	4
25	29	Toyota Corolla	M5	97	4
25	29	Toyota Corolla FX	M5	97	4
24	31	Mitsubishi Cordia	M5	122	4
24	31	Subaru XT	L4	109	4
24	31	Mitsubishi Tredia	M5	122	4
24	28	Subaru XT 4WD	M5	109	4
24	26	Dodge Colt	L3	98	4
24	26	Plymouth Colt	L3	98	4
24	26	Mitsubishi Mirage	L3	98	4
23	31	Pontiac Sunbird Conv.	L3	122	4
23	29	Toyota Corolla FX	L4	97	4
23	29	Nissan Pulsar NX	M5	110	4
23	28	Dodge Daytona	L3	152	4
23	28	Chrys. Lebaron Conv	L3	152	4
23	28	Nissan 200SX	M5	120	4
23	27	Honda Prelude	M5	119	4
23	27	Audi 80/90	A3	121	4
23	27	Honda Prelude	M5	119	4
23	25	Mitsubishi Cordia	L3	122	4
23	25	Subaru Hatchback	L3	109	4
23	25	Mitsubishi Tredia	L3	122	4
22	31	Dodge Daytona	M5	152	4
22	31	Chrys Lebaron Conv	M5	152	4
22	30	Audi 80/90	M5	121	4
22	28	Toyota Celica	L4	122	4
22	28	Toyota Celica	M5	122	4
22	28	Mitsubishi Cordia	M5	110	4
22	28	VW Scirocco 16V	M5	109	4
22	28	Mitsubishi Tredia	M5	110	4
22	28	Nissan 200SX	L4	120	4
21	29	Dodge Daytona	M5	135	4
21	29	Chrys Lebaron Conv	M5	135	4
21	29	Mercedes-Benz 190E2.3	M5	140	4
21	28	Nissan Pulsar NX	L4	110	4
21	27	Ford Mustang	L4	140	4
21	27	Isuzu Impulse	M5	121	4
21	27	Honda Prelude	L4	119	4
21	27	Saab 900 Conv	M5	121	4
21	24	Mercedes-Benz 190E2.3	A4	140	4
20	30	Pontiac Sunbird Conv	M5	121	4
20	29	Chevy Cavalier Conv	M5	173	6
20	28	Subaru XT	L4	163	6
20	27	Chevy Cavalier Conv	L3	173	6
20	27	Pontiac Sunbird Conv	L3	121	4
20	26	Isuzu Impulse	L4	121	4
20	26	Isuzu Impulse	L4	138	4
20	26	Isuzu Impulse	M5	138	4
20	26	Honda Prelude	L4	119	4
20	25	Dodge Daytona	A3	135	4
20	25	Chrysler LeBaron Conv	A3	135	4
20	25	Audi 80/90	M5	141	5
20	23	Mercedes-Benz 190E2.6	A4	159	6
20	22	Saab 900 Conv	A3	121	4
19	27	Chevy Camaro	L4	173	6
19	27	Pontiac Firebird/ Trans AM	L4	173	6
19	26	Toyota Celica	M5	122	4
19	26	Nissan 200 SX	M5	181	6
19	25	Subaru XT 4WD	L4	163	6
18	27	Ford Mustang	L4	302	8

MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
18	26	Mercedes-Benz 190E2.6	M5	159	6
18	26	Nissan 300ZX 2+2	L4	181	6
18	25	Subaru XT 4WD	M5	163	6
18	25	Nissan 200SX	L4	181	6
18	25	Alfa Romeo Milano	M5	182	6
18	24	Chrys Conquest	L4	156	4
18	24	Alfa Romeo Milano	M5	152	6
18	24	Mitsubishi Starion	L4	156	4
18	24	Audi 80/90 Quattro	M5	141	5
18	23	Toyota Supra	L4	180	6
18	23	Toyota Supra	M5	180	6
18	22	Chrysler Conquest	M5	156	4
18	22	Mitsubishi Starion	M5	156	4
18	22	Alfa Romeo Milano	A3	152	6
17	29	BMW 3-Series	M5	140	4
17	27	Chevy Camaro	M5	173	6
17	27	Pontiac Firebird/ Trans AM	M5	173	6
17	26	Chevy Camaro	L4	305	8
17	26	Pontiac Firebird/ Trans AM	L4	305	8
17	25	Nissan 300ZX 2+2	M5	181	6
17	25	Chevy Camaro	L4	305	8
17	22	Mercedes-Benz 300CE	A4	181	6
16	26	Chevy Camaro	M5	305	8
16	26	Pontiac Firebird/ Trans AM	M5	305	8
16	25	Chevy Camaro	L4	350	8
16	25	Chevy Camaro	M5	305	8
16	25	Pontiac Firebird/ Trans AM	L4	350	8
16	25	Pontiac Firebird/ Trans AM	M5	305	8
16	24	Pontiac Firebird/ Trans AM	L4	305	8
16	24	Ford Mustang	M5	302	8
15	20	BMW 6-Series	M5	209	6
14	18	BMW 6-Series	L4	209	6
		Compact Cars			
33	42	Ford Escort	M4	113	4
31	40	Pontiac Lemans	M5	98	4
30	39	Pontiac Lemans	M4	98	4
30	37	Chevy Nova	M5	97	4
29	36	Nissan Sentra	M5	98	4
29	35	Nissan Sentra	M4	98	4
28	37	Ford Escort	M5	113	4
28	35	Lincoln/Mercury Tracer	M5	97	4
28	33	Mazda 323	M5	98	4
27	38	Oldsmobile Firenza	M5	122	4
27	38	Buick Skyhawk	M5	122	4
27	38	Pontiac Sunbird	M5	122	4
27	34	Honda Accord	M5	119	4
27	32	Pontiac Lemans	L3	98	4
27	31	Chevy Nova	L3	97	4
26	34	Ford Escort	M5	113	4
26	32	Toyota Camry	M5	122	4
26	32	Oldsmobile Firenza	L3	122	4
26	32	Buick Skyhawk	L3	122	4
26	32	Pontiac Sunbird	L3	122	4
26	30	Ford Laser	M4	98	4
26	30	Mazda 323	M4	98	4
26	29	Nissan Sentra	L3	98	4
25	36	Chevy Cavalier	M5	121	4
25	36	Olds Cutlass Calais	M5	138	4
25	36	Oldsmobile Firenza	M5	121	4
25	36	Pontiac Grand AM	M5	138	4
25	36	Buick Skyhawk	M5	121	4
25	35	Chevy Beretta	M5	121	4
25	35	Chevy Corsica	M5	121	4
25	34	Plymouth Horizon	M5	135	4
25	34	Dodge Omni	M5	135	4
25	34	Volkswagen Jetta	M5	109	4
25	33	Volkswagen Golf	M5	109	4
25	33	Dodge Shadow	M5	135	4
25	33	Plymouth Sundance	M5	135	4
25	32	Toyota Camry	L4	122	4
25	32	Chevy Cavalier	L3	121	4
25	32	Oldsmobile Firenza	L3	121	4
25	32	Buick Skyhawk	L3	121	4
25	32	Subaru Sedan 3-dr.	M5	109	4
25	30	Honda Accord	M5	119	4
25	30	Toyota Camry	L4	122	4
25	30	Plymouth Horizon	L3	135	4
25	30	Dodge Omni	L3	135	4
25	29	Chevy Nova	M5	97	4
25	29	Lincoln-Merc Tracer	A3	97	4
25	27	Subaru Sedan 3-dr.	L3	109	4
24	34	Olds Cutlass Calais	L3	138	4
24	34	Pontiac Grand AM	L3	138	4
24	34	Buick Skylark	L3	138	4
24	31	Chevy Beretta	L3	121	4
24	31	Chevy Corsica	L3	121	4
24	30	Ford Escort	A3	113	4
24	30	Honda Accord	L4	119	4
24	30	Ford Laser	L4	98	4
24	30	Mazda 323	L4	98	4
24	29	Dodge Shadow	L3	135	4
24	28	Chevy Nova	L4	97	4
23	33	Olds Cutlass Calais	M5	151	4
23	33	Pontiac Grand AM	M5	151	4
23	33	Buick Skylark	M5	151	4
23	31	Olds Cutlass Calais	L3	151	4
23	31	Pontiac Grand AM	L3	151	4
23	31	Dodge Shadow	M5	152	4
23	31	Buick Skylark	L3	151	4
23	31	Plymouth Sundance	M5	152	4
23	29	Honda Accord	L4	119	4
23	28	Volkswagen Golf	A3	109	4
23	28	Volkswagen Jetta	A3	109	4
23	28	Chrysler Lebaron	L3	135	4
23	28	Chrysler Lebaron	L3	152	4
23	28	Dodge Shadow	L3	152	4
23	28	Plymouth Sundance	L3	152	4
23	28	Plymouth Sundance	L3	135	4
22	31	Chrysler Lebaron	M5	152	4
22	29	Volkswagen GTI 16V	M5	109	4
22	29	Volkswagen Jetta GLI 16V	M5	109	4
22	28	Nissan Stanza	M5	120	4
22	27	Toyota Camry	M5	122	4
22	27	Mazda 323	M5	98	4
22	27	SAAB 900	M5	121	4
22	27	Ford Tempo	A3	140	4
22	27	Linc-Merc Topaz	A3	140	4
22	27	Volvo 240 DL/240 GL	M5	141	4
22	24	Subaru Sedan 3-dr.	A3	109	4
21	31	Pontiac Sunbird	M5	121	4
21	29	Chrysler Lebaron	M5	135	4
21	29	Dodge Shadow	M5	135	4
21	29	Plymouth Sundance	M5	135	4
21	27	Linc-Merc Cougar	L4	231	6
21	27	SAAB 900	M5	121	4
21	27	Nissan Stanza	L4	120	4
21	27	Subaru Sedan 3-door	L4	109	4
21	27	Ford Thunderbird	L4	231	6
21	25	Subaru Sedan 3-door	M5	109	4
21	24	Mazda 323	M5	98	4
20	30	Pontiac Grand AM	M5	121	4
20	29	Chevy Cavalier	M5	173	6
20	29	Cadillac Cimarron	M5	173	6
20	27	Chevy Cavalier	L3	173	6
20	27	Cadillac Cimarron	L3	173	6
20	27	Pontiac Grand AM	L3	121	4
20	27	Pontiac Sunbird	L3	121	4
20	26	Chevy Beretta	L3	173	6

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MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
20	26	Chevy Corsica	L3	173	6
20	25	Chrysler Lebaron	A3	135	4
20	25	Dodge Shadow	A3	135	4
20	25	Plymouth Sundance	A3	135	4
20	25	Merkur XR41 i	M5	140	4
20	24	Volvo 240 DL/240 GL	A4	141	4
20	24	Mercedes-Benz 260E	A4	159	6
20	23	SAAB 900	A3	121	4
19	29	Chevy Beretta	M5	173	6
19	29	Chevy Corsica	M5	173	6
19	27	Olds Cutlass Calais	L3	181	6
19	27	Buick Skylark	L3	181	6
19	25	BMW 5-Series	M5	164	6
19	24	Austin Rover Sterling	M5	152	6
19	24	Acura Legend	M5	163	6
19	24	Volkswagen Quantum	M5	136	5
19	23	BMW 5-Series	L4	164	6
19	22	Peugeot 505 Sedan	L4	132	4
19	22	SAAB 900	A3	121	4
19	21	SAAB 900	A3	121	4
18	27	Ford Thunderbird	L4	302	8
18	27	Ford Thunderbird	M5	140	4
18	26	Nissan Maxima	M5	181	6
18	26	Mercedes-Benz 260E	M5	159	6
18	25	Lincoln-Mercury Cougar	L4	302	8
18	25	Jaguar XJ6	L4	219	6
18	24	Toyota Cressida	L4	168	6
18	24	Nissan Maxima	L4	181	6
18	24	Peugeot 505 Sedan	M5	131	4
18	23	Austin Rover Sterling	L4	152	6
18	23	Acura Legend	L4	163	6
18	23	Peugeot 505 Sedan	M5	132	4
18	22	Mitsubishi Galant Sigma	A4	181	6
18	22	Volkswagen Quantum	A3	136	5
18	22	Peugeot 505 Sedan	L4	174	6
18	22	Peugeot 505 Sedan	L4	131	4
18	22	Peugeot 505 Sedan	M5	174	6
18	21	Merkur XR4Ti	A3	140	4
17	25	Mercedes-Benz 300E	M5	181	6
17	24	Mitsubishi Galant Sigma	M5	181	6
17	24	Jaguar XJ6	L4	219	6
17	23	Ford Thunderbird	L4	140	4
17	22	Mercedes-Benz 300E	A4	181	6
17	20	Volvo 780	A4	174	6
16	21	BMW 5-Series	L4	209	6
15	21	BMW 5-Series	M5	209	6
13	16	Mercedes-Benz 560SEL	A4	338	8
10	19	BMW 5-Series	M5	211	6
		Mid-Size Cars			
25	34	Dodge Lancer	M5	135	4
25	34	Chrysler LeBaron GTS	M5	135	4
25	33	Dodge Aries	M5	135	4
25	33	Plymouth Reliant	M5	135	4
25	33	Eagle Renault Medallion Sedan	M5	132	4
25	30	Dodge Aries	L3	135	4
25	30	Plymouth Reliant	L3	135	4
24	31	Chevy Celebrity	L3	151	4
24	31	Buick Century	L3	151	4
24	31	Olds Cutlass Ciera	L3	151	4
24	31	Mazda 626/MX-6	M5	133	4
24	31	Pontiac 6000	L3	151	4
23	32	Ford Taurus	M5	152	4
23	28	Plymouth Caravelle	L3	135	4
23	28	Plymouth Caravelle	L3	152	4
23	28	Dodge Dynasty	L3	152	4
23	28	Dodge Lancer	L3	152	4
23	28	Dodge Lancer	L3	135	4
23	28	Chrysler LeBaron GTS	L3	135	4
23	28	Chrysler LeBaron GTS	L3	152	4
23	28	Dodge 600	L3	152	4
23	28	Dodge 600	L3	135	4
23	27	Dodge Aries	L3	152	4
23	27	Plymouth Reliant	L3	152	4
22	31	Dodge Lancer	M5	152	4
22	31	Chrysler LeBaron GTS	M5	152	4
22	28	Mazda 626/MX-6	L4	133	4
22	27	Volvo 740/760	M5	141	4
21	29	Chevy Celebrity	L4	173	6
21	29	Buick Century	L4	173	6
21	29	Olds Cutlass Ciera	L4	173	6
21	29	Dodge Lancer	M5	135	4
21	29	Chrysler LeBaron GTS	M5	135	4
21	29	Lincoln-Mercury Sable	L4	182	6
21	29	Ford Taurus	L4	182	6
21	28	Mazda 626/MX-6	M5	133	4
21	26	Ford Taurus	A3	152	4
21	26	Volvo 740/760	L4	141	4
20	29	Chevy Celebrity	M5	173	6
20	29	Olds Cutlass Supreme	L4	173	6
20	29	Pontiac Grand Prix	L4	173	6
20	29	Buick Regal	L4	173	6
20	29	Pontiac 6000	L4	173	6
20	29	Pontiac 6000	M5	173	6
20	27	Chevy Celebrity	L3	173	6
20	27	Buick Century	L3	173	6
20	27	Olds Cutlass Ciera	L3	173	6
20	27	Pontiac 6000	L3	173	6
20	26	Eagle Renault Medallion Sedan	A3	132	4
20	25	Plymouth Caravelle	A3	135	4
20	25	Dodge Lancer	A3	135	4
20	25	Chrysler LeBaron GTS	A3	135	4
20	25	Chrysler New Yorker Turbo	A3	135	4
20	25	Audi 5000S	M5	141	5
20	25	Dodge 600	A3	135	4
20	25	Volvo 740/760	M4	141	4
19	29	Buick Century	L4	231	6
19	29	Olds Cutlass Ciera	L4	231	6
19	29	Buick Riviera	L4	231	6
19	29	Oldsmobile Toronado	L4	231	6
19	28	Oldsmobile Cutlass Supreme	M5	173	6
19	28	Pontiac Grand Prix	M5	173	6
19	27	Chevy Monte Carlo	L4	262	6
19	26	Dodge Dynasty	L3	181	6
19	26	Chrysler New Yorker/ 5th Avenue	L3	181	6
19	25	Mazda 626/MX-6	L4	133	4
19	23	Mazda 929	L4	180	6
19	23	Audi 5000S	A3	141	5
19	22	Volvo 740/760	A4	141	4
18	26	Audi 5000CS Turbo	M5	136	5
18	25	Olds Cutlass Supreme Classic	L4	307	8
18	24	Mazda 929	M5	180	6
18	24	Audi 5000S Quattro	M5	141	5
18	22	Audi 5000CS Turbo	A3	136	5
17	25	Audi 5000CS Quattro	M5	136	5
17	24	Linc-Merc Mark VII	L4	302	8
17	24	Cadillac Eldorado	L4	275	8
17	24	Chevy Monte Carlo	L4	305	8
17	24	Cadillac Seville	L4	275	8
17	23	Dodge Diplomat	L3	318	8
17	23	Plymouth Gran Fury	L3	318	8
17	23	Chrys Newport/Fifth Ave	L3	318	8
17	23	Merkur Scorpio	M5	179	6
17	23	Merkur Scorpio	L4	179	6
17	20	Volvo 740/760	A4	174	6
17	19	Mercedes-Benz 300SEL	A4	181	6

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MPG Cty	MPG Hwy	Make	Trans-mission	CID	Cyl.
15	22	BMW 7-Series	M5	209	6
15	18	Mercedes-Benz 420SEL	A4	256	8
14	19	BMW 7-Series	L4	209	6
13	16	Mercedes-Benz 560SEL	A4	338	8
9	11	Rolls Royce Bentley Eight/Bentley Mulsan	A3	412	8
9	11	Rolls Royce Silver Spirit/Silver Spur	A3	412	8
		Large Cars			
24	32	Eagle Premier	M5	150	4
22	31	Eagle Premier	L4	150	4
21	27	Saab 9000	M5	121	4
20	28	Saab 9000	M5	121	4
19	29	Pontiac Bonneville	L4	231	6
19	29	Oldsmobile Delta 88	L4	231	6
19	29	Buick Electra	L4	231	6
19	29	Buick LeSabre	L4	231	6
19	29	Olds Ninety-Eight/Touring	L4	231	6
19	27	Chevy Caprice	L4	262	6
19	26	Saab 9000	L4	121	4
18	27	Eagle Premier	L4	182	6
17	24	Cadillac Brougham	L4	307	8
17	24	Linc-Merc Grand Marquis	L4	302	8
17	24	Ford LTD Crown Victoria	L4	302	8
17	24	Saab 9000	L4	121	4
17	24	Linc-Merc Town Car	L4	302	8
17	24	Cadillac Deville	L4	275	8
17	24	Cadillac Fleetwood	L4	275	8
16	24	Chevy Caprice	L4	305	8
9	11	Rolls Royce Silver Spur Limousine	A3	412	8
		Small Station Wagons			
33	42	Ford Escort Wgn	M4	113	4
30	35	Toyota Corolla Wgn	M5	97	4
28	37	Ford Escort Wgn	M5	113	4
28	35	Nissan Sentra Wgn	M5	98	4
28	33	Mazda 323 Wgn	M5*	98	4
27	38	Oldsmobile Firenza Cruiser	M5	122	4
27	38	Buick Skyhawk Wgn	M5	122	4
27	38	Pontiac Sunbird Wgn	M5	122	4
27	30	Toyota Corolla Wgn	L3	97	4
26	32	Toyota Camry Wgn	M5	122	4
26	32	Oldsmobile Firenza Cruiser	L3	122	4
26	32	Pontiac Sunbird Wgn	L3	122	4
26	30	Toyota Tercel Wgn	M5	89	4
26	28	Nissan Sentra Wgn	L3	98	4
25	36	Chevy Cavalier Wgn	M5	121	4
25	36	Oldsmobile Firenza Cruiser	M5	121	4
25	36	Buick Skyhawk Wgn	M5	121	4
25	32	Chevy Cavalier Wgn	L3	121	4
25	32	Oldsmobile Firenza Cruiser	L3	121	4
25	32	Buick Skyhawk Wgn	L3	121	4
25	31	Subaru Wgn	M5	109	4
25	30	Toyota Camry Wgn	L4	122	4
25	30	Volkswagen Fox Wgn	M4	109	4
25	29	Nissan Sentra Wgn 4WD	M5	98	4
25	29	Linc-Merc Tracer Wgn	A3	97	4
25	27	Subaru Wgn	L3	109	4
24	31	Buick Skyhawk Wgn	L3	122	4
24	30	Ford Escort Wgn	A3	113	4
24	28	Mazda 323 Wgn	A3	98	4
24	25	Toyota Tercel Wgn	A3	89	4
23	29	Dodge Colt Vista	M5	122	4
23	29	Plymouth Colt Vista	M5	122	4
23	24	Dodge Colt Vista	L3	122	4
23	24	Plymouth Colt Vista	L3	122	4
23	24	Mitsubishi Space Wgn	L3	122	4
22	24	Subaru Wgn	A3	109	4
21	27	Subaru Wgn 4WD Turbo	L4	109	4
21	25	Subaru Wgn 4WD Turbo	M5	109	4
20	29	Chevy Cavalier Wgn	M5	173	6
20	27	Chevy Cavalier Wgn	L3	173	6
19	23	Volkswagen Quantum Wgn	M5	136	5
18	24	Nissan Maxima Wgn	L4	181	6
18	22	Volkswagen Quantum Wgn	A3	136	5
17	21	Volkswagen Quantum Syncro Wgn	M5	136	5
		Mid-Size Station Wagons			
25	34	Plymouth Reliant Wgn	M5	135	4
25	33	Dodge Aries Wgn	M5	135	4
24	33	Eagle Renault Medallion Wgn	M5	132	4
24	31	Chevy Celebrity Wgn	L3	151	4
23	28	Dodge Aries Wgn	L3	152	4
23	28	Dodge Aries Wgn	L3	135	4
23	28	Plymouth Reliant Wgn	L3	152	4
23	28	Plymouth Reliant Wgn	L3	135	4
23	28	Chrys Town & Country Wgn	L3	152	4
22	29	Buick Century Wgn	L3	151	4
22	29	Oldsmobile Cutlass Cruiser	L3	151	4
22	29	Pontiac 6000 Wgn	L3	151	4
22	28	Volvo 240DL/240GL Wgn	M5	141	4
22	28	Volvo 740/760 Wgn	M5	141	4
22	27	Nissan Stanza Wgn 2WD	M5	120	4
21	29	Linc-Merc Sable Wgn	L4	182	6
21	29	Ford Taurus Wgn	L4	182	6
21	26	Volvo 740/760 Wgn	L4	141	4
21	25	Nissan Stanza Wgn 2WD	L4	120	4
20	29	Chevy Celebrity Wgn	L4	173	6
20	29	Buick Centry Wgn	L4	173	6
20	29	Oldsmobile Cutlass Cruiser	L4	173	6
20	29	Pontiac 6000 Wgn	L4	173	6
20	25	Chrysler Town & Country Wgn	A3	135	4
20	25	Volvo 740/760 Wgn	M4	141	4
20	24	Volvo 240 DL/240 GL Wgn	A4	141	4
19	29	Buick Century Wgn	L4	231	6
19	29	Oldsmobile Cutlass Cruiser	L4	231	6
19	28	Chevy Celebrity Wgn	M5	173	6
19	28	Pontiac 6000 Wgn	M5	173	6
19	26	Linc-Merc Sable Wgn V6 A/C	L4	182	6
19	26	Ford Taurus Wgn V6 A/C	L4	182	6
19	24	Eagle Renault Medallion Wgn	A3	132	4
19	22	Peugeot 505 Station Wgn	L4	132	4
19	22	Volvo 740/760 Wgn	A4	141	4
18	24	Audi 5000S Wgn	M5	141	5
18	22	Audi 5000S Wgn	A3	141	5
18	22	Peugeot 505 Station Wgn	L4	131	4
18	22	Peugeot 505 Station Wgn	M5	132	4
17	25	Audi 5000CS Quattro Wgn	M5	136	5
17	20	Mercedes-Benz 300TE	A4	181	6
		Large Station Wagons			
17	24	Chevy Caprice Wgn	L4	307	8
17	24	Oldsmobile Custom Cruiser	L4	307	8
17	24	Lincoln-Mercury Grand Marquis Wgn	L4	302	8
17	24	Buick LeSabre/ Electra Wgn	L4	307	8
17	24	Ford LTD Crown Victoria Wgn	L4	302	8
17	24	Pontiac Safari Wgn	L4	307	8
		Small Pick-Up Trucks			
24	30	Chevy S10 Pickup 2WD	M5	151	4
24	30	GMC S15 Pickup 2WD	M5	151	4
24	28	Ford Ranger Pickup 2WD	M5	140	4

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